

Special Operations Forces Industry Conference

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Technology & Industry Liaison Office



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The TILO "Mission"

To serve as the primary contact for the command and industry, academia and other Government agencies to facilitate communications, connections and collaboration of SOF capabilities, ideas and solutions of command areas of interest

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The TILO Overview

- Provide guidance, direction and assistance to industry on how to conduct business with USSOCOM
- Facilitate technical discussions, demonstrations, presentations and other events for the command
- Receive and coordinate Unsolicited Proposals
- Plan, coordinate and conduct Special Operations Forces Industry Conference

“Benefits of Using the TILO”

- USSOCOM communicates capability areas of interest on website, available to all
- Your submission potentially reaches a wider audience
- Everyone goes through same process - small, large or foreign
- Industry quad charts, white papers, contact information, etc., available to all USSOCOM personnel
- Not a guarantee of any immediate or future contract, but does open the channels for idea sharing



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“Capability/Idea Submission Process”

- Industry provides a “Capability Based” submission provided via USSOCOM webpage
- TILO reviews information and staffs to SMEs
- SMEs review, provide feedback in about 30 days
- If interest is generated, follow-on meeting/demonstration/discussion held
- “No interest now,” does not mean there will never BE interest!



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“What Information Do I Submit”?

- Provide a solution, not a generic capability overview
- Understand what is “SOF” and what is “Service” Common
- Provide a good technical description and substantiating information
- Provide relevant specifications, e.g. size, weight, power; how it is a game-changer
- Identify current Gov’t contracts, SBIRs, etc., you are working on; identify specific internal POC if known



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“Business Partner Network”

- Self-Registration Process
- Provide your GOV POC contact info for follow up
- CAGE Code required
- Updates are batch processed around the 1st of each month, not as received
- Form connections with other industry partners with similar/complementary capabilities
- Market research tool for USSOCOM personnel



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"It All Begins Here"

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“Contact Information”

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